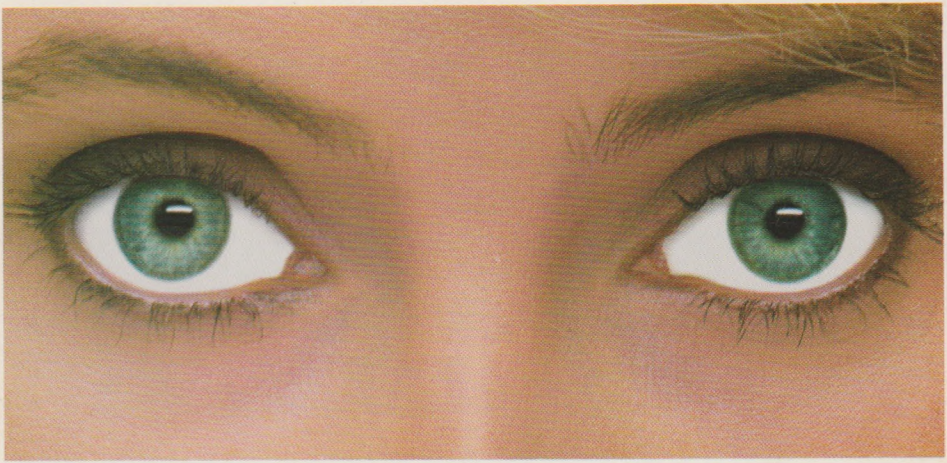
Commodore 64 Diskette Enclosed

Mind Prober™ Jr.



Personality Software That Lets You See People As They Really Are.

The Sales Edge

Helps you make more successful sales. It takes into account the personalites of both the buyer and the seller in order to develop a tailored sales strategy report that lets you close a sale with even the most difficult customer. The Sales Edge is available on the Apple, Macintosh, Commodore 64 personal computers for $99.95.

The Negotiation Edge

Makes winning negotiations easy. It looks at the personalities of the two people who are negotiating and constructs an individualized negotiation strategy report that provides guidelines for coming out on top of the negotiation. The Negotiation Edge is available on the IBM, Commodore 64, Apple and Macintosh personal computers for $99.95.

INC., 3/84 - " Human Edge business strategy software, however is by far the most sophisticated attempt to tackle the vagaries of human behavior. "

Newsweek, 1/16/84 - " The Sales Edge is designed to give salespeople a detailed strategy for manipulating customers into buying through a matching-up of the psychological characteristics of both parties. "

San Francisco Examiner, 10/9/83 - " ...(helps) users develop a strategy for negotiating the best possible deal ... "

Training and Development Journal, 7/84 - " George (the salesman) left the Sales Edge session greatly motivated and a week later he had closed the sale using one of the program's suggestions."

For information or to order Human Edge products call: 800-624-5227(USA)/800-624-7325(CA)

The Management Edge

Allows you to get better results from subordinates. It takes into account the personalities of the manager and the subordinate and generates a management strategy report that explains how to handle all types of employees. The Management Edge is available on the IBM, Apple, Macintosh and Commodore 64, personal computers for $99.95.

The Communication Edge

Lets you get your ideas across to others. It focuses on the personalities of the two people who are involved in a discussion and prints out an unique communication strategy report that tells you how to tailor your message to meet the needs of the other person. The Communication Edge is available on the IBM, Apple, Macintosh and Commodore 64 computers for $99.95.

Fortune, 7/84 - " The Sales Edge, The Management Edge, The Negotiation Edge, and The Communication Edge improve a user's chances of outwitting his sales prospect, his boss, his negotiating opponent, or his subordinates. Human Edge programs tell a user how to modify his behavior to achieve maximum leverage in dealings with other personality types."

Chicago Tribune, 3/11/84 - " The Management Edge software helps the boss get most out of his workers."

The Wall Street Journal, 7/25/84 - " Managers are using The Management Edge software in personal computers to help them deal with personal issues ... The Management Edge is designed to help managers handle people."

Management Technology, 6/84 - " Motivating employees ... The Management Edge ... does what it is supposed to do, ... very efficiently. The program recommended a few changes in my approach to dealing with my subordinate. I'm going give them a try. Maybe it isn't to late to teach an old dog new tricks."

Mind Over Minors

Helps you mannage and motivate young people. It takes into account the child's personality and gives parent's and teachers teachers advise on discipline, learning activities, communication and motivation. Both the parents and teachers version are accredited by the National Education Association and are available on the IBM, and Apple personal computers for $49.95 (Commodore 64 for $29.95).

Mind Prober

Softsel's Best Selling New Educational Software for 1985. The complete program tells you about another person's attitudes towards relationships, work and school, methods for coping with stress, personal interests, attitudes towards sex, what really makes them tick. Available on IBM, Apple series and Macintosh computers for $49.95 (Commodore 64 for $29.95).

The Hiring Edge

Will help you hire the right person for the job. It evaluates an applicant's fit with the job and the company and prints a hiring report that gives you a true picture of what an applicant will be like on the job. It is available on the IBM personal computer and compatibles for $99.95.

The Forecasting Edge

Lets you predict the future. It does the most sophisticated time series forecasting available for personal computers. It also interfaces directly with Lotus 123, dBaseIII, and other popular word proccessing programs. It is available on the IBM personal computer and compatibles for $99.95.

SPECIAL OFFER TO OWNERS of Mind Prober Jr :
$10.00 off the retail price of any Human Edge product!

RUNNING THE MIND PROBER JR

INSTRUCTIONS FOR THE COMMODORE 64:

1) Place the Mind Prober Jr in the disk drive and turn on the computer and the disk drive.

2) When the word READY appears on the screen, type: **LOAD "mp",8**

3) When the word READY appears again, type: **RUN**

4) You will see the Mind Prober Jr title screen and the main menu.

5) Choose option #2. **Mind Prober Jr Assessment.**

6) Either agree or disagree with each adjective by pressing **A** or **D**. Press A if the adjective describes the person in question, or press D if the adjective does not describe the person.

7) After you have answered all the adjectives, the program will automatically save your data and return you to the main menu.

8) Choose #3. **Reporting The Results** from the main menu.

9) To choose the person that you want a report on, enter the number that appears on the screen next to the person's name.

10) Indicate whether you want the report sent to the screen or to the printer.

RUNNING THE MIND PROBER JR

INSTRUCTIONS FOR THE IBM PC:

1) Place a DOS diskette (Disk Operating System) 1.1 or higher, into drive A and turn the computer on.

2) Remove the DOS diskette from drive A and insert the Mind Prober Jr diskette.

3) At the DOS A> prompt, type the letters **mp** and then press <RETURN>.

4) You will see the Mind Prober Jr title screen and the main menu.

5) Choose option #2. **Mind Prober Jr Assessment.**

6) Either agree or disagree with each adjective by pressing **A** or **D.** Press A if the adjective describes the person in question, or press D if it does not describe the person.

7) After you have answered all the adjectives, the program will automatically save your data and return you to the main menu.

8) Choose #3. **Reporting The Results** from the main menu.

9) To choose the person that you want a report on, enter the number that appears on the screen next to the person's name.

10) Indicate whether you want the report sent to the screen or to the printer.

NOTE: Option #5 Adjust Display allows you to run the Mind Prober Jr in color, but it appears on the main menu ONLY if you have a color monitor.

RUNNING THE MIND PROBER JR

INSTRUCTIONS FOR THE APPLE II, II+, IIe and IIc:

NOTE: For all Apple II series computers the **CAPS LOCK** key must be activated before running the program.

1) Place the Mind Prober Jr diskette in drive 1 and turn the computer on.

2) You will see the Mind Prober Jr title screen and the main menu.

3) Choose option #2. **Mind Prober Jr Assessment**.

4) Either agree or disagree with each adjective by pressing **A** or **D**. Press A if the adjective describes the person in question, or press D if the adjective does not describe the person.

5) After you have answered all the adjectives, the program will automatically save your data and return you to the main menu.

6) Choose option #3. **Reporting The Results** from the main menu.

7) To choose the person that you want a report on, enter the number that appears on the screen next to the person's name.

8) Indicate whether you want the report sent to the screen or to the printer.

HUMAN EDGE ®

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